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Message Text

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43
ACTION EB-11

INFO OCT-01 AF-10 ISO-00 XMB-07 TRSE-00 EUR-25 CAB-09

FAA-00 CIAE-00 INR-10 NSAE-00 RSC-01 DRC-01 /075 W
---------- 015809
R 031634Z DEC 73
FM AMEMBASSY MONROVIA
TO USDOC WASHDC
INFO SECSTATE WASHDC 0289
AMCONSUL CASABLANCA

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E.O. 11652: N/A
TAGS: BEXP, ETRN, LI
SUBJECT: GOL TO PURCHASE EXECUTIVE JET AIRCRAFT

REF: MONROVIA 6530

CASABLANCA FOR RCAA

STATE ALSO FOR EXIMBANK

1. IN THE COURSE OF A CONVERSATION WITH PRESIDENT TOLBERT AT THE DEDICATION OF THE TUBMAN MEMORIAL MUSEUM ON NOVEMBER 29, TOLBERT THANKED ME FOR INFORMATION BEING SENT TO MINISTER TOWNSEND ON AVAILABILITY VARIOUS U.S. EXECUTIVE JET AIRCRAFT. TOLBERT SAID HE HONESTLY NEEDED A PRIVATE JET AIRCRAFT AND THAT HIS PERSONAL REQUIREMENTS FOR SUCH AN AIRCRAFT WERE: (A) SUFFICIENT RANGE TO FLY NON-STOP TO EUROPE AND TO KEY CAPITALS IN AFRICA; AND (B) SUFFICIENT PASSENGER CAPACITY TO TAKE A MODERATE-SIZED DELEGATION WITH HIM. IN ELABORATING ON COSTS OF CHARTERS AND ON (B) ABOVE HE SAID HE WISHED USE AIRCRAFT FOR "BUSINESS MEETINGS" AND WOULD WISH TO HAVE HIS KEY ADVISORS WITH HIM. I RESPONDED THAT I WAS CERTAIN THAT U.S. ARICRAFT MANUFACTURERS (ABOVE ALL) WERE IN A POSTION TO MEET HIS REQUIREMENTS AND INQUIRED WHETHER PRICE WAS A KEY FACTOR. HE SAID PRICE WAS INDEED A PRIME CONSIDERATION
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AND ASKED ABOUT POSSIBLE TERMS OFFERED BY U.S. SUPPLIERS.

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I NOTED THAT EXIM HAD HELPED IN THE FINANCING OF EXECUTIVE JET AIRCRAFT FOR CHIEFS OF STATE OF COUNTRIES WITH GOOD CREDIT RATINGS AND ASSURED HIM EXIM WOULD CONSIDER ANY REQUEST FOR LOAN/GUARANTEE ON ITS MERITS. I OUTLINED ILLUSTRATIVE XIM TERMS WHICH HE OBSERVED WERE MOST INTERESTING. HE ASKED IF EXIM WILLING ACCEPT RELATIVELY LONG PAYMENT TERMS TO WHICH I REPLIED HE COULD OBTAIN PROMPT ANSWER UNTER EXIM PRELIMINARY COMMITMENT PROCEDURE. IN RESPONSE HIS REQUEST FO FURTHER DETAILS, I SENT LETTER ON NOVEMBER 30 TO MINISTER TOWNSEND TRANSMITTING EXIM BROCHURES AND CONFIRMING FULL ASSISTANCE OF EMBASSY AND USG IN PROVIDING NECESSARY INFORMATION ON WHICH GOL COULD BASE DECISION.

2. ON NOVEMBER 30 I RECEIVED LETTER FROM INISTER TOWNSEND THANKING EMBASSY FOR ITS EFFORTS IN SUPPLYING INFORMATION ON POTENTIAL U.S. SUPPLIERS AND STATING THAT MINISTER OF FINANCE NOW REVIEWING ALTERNATE POSSIBILITIES.

3. COMMENT: PRESIDENT TOLBERT'S PERSONAL REQUIREMENTS IF THEY PREVAIL NARROS FIELD TO GRUMMAN GULFSTREAM TWO ALTHOUGH PRICE TAG IS HIGH. IN TERMS OF NATIONAL USE OF AVAILABLE NATIONAL RESOURCES PURHCASE OF PERSONAL JET AIRCRAFT WOULD RANK WAY DOWN ON MY LIST OF PRIORITIES; HOWEVER, IT APPEARS CONSIDERABLE AGREEMENT EXISTS AMONG PRESIDENT AND TOP MINISTERS OF GOVERNMENT THAT PRSONAL EXEUCTIVE JET IS "A NECISSITY". WHILE WE WILL NOT BE ABLE TO INFLUENCE DIRECTLY FINAL DECISION IT IS LIKELY PRICE CONSIDERATIONS AMY INTERVENE AND GULFSTREAM TWO NOT A FOREGON CONCLUSION. IN ANY EVENT I BELIEVE WE SHOULD ENSURE THAT U.S. SELLS THE PRODUCT THAT GRATIFIES THE "NECESSITY" AND NOT SOME ELSE. (PURCHASE CONTRACT FOR FRENCH FALCON WAS ON PRESIDENT'S DESK BEFORE ALTERNATE U.S. OFFERS COULD BE PUSHED.) I WOULD HOPE EXIM WOULD BE AS FORTHCOMING AS POSSIBLE IF APPROACHED BY GOL ON A POTENTIAL U.S. SUPPLIER. ALSO THAT POTENTIAL U.S. SUPPLIER MAINTAIN OBVIOUS AND CONTINUED INTEREST.
MANFULL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PRESIDENT, JET AIRCRAFT, AIRCRAFT SALES, HEAD OF GOVERNMENT VISITS
Control Number: n/a
Copy: SINGLE
Draft Date: 03 DEC 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973MONROV06574
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: MONROVIA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19731249/aaaabkdm.tel
Line Count: 97
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Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
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Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 04 JAN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <04-Jan-2002 by martinjw>; APPROVED <17-Jan-2002 by golinofr>
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Secure: OPEN
Status: NATIVE
Subject: GOL TO PURCHASE EXECUTIVE JET AIRCRAFT
TAGS: BEXP, ETRN, OVIP, LI, (TOLBERT, WILLIAM R)
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